

FREE Government Contracting Courses and Seminars*

In our **FREE** training seminars you will learn techniques to **tap into the profitable federal, state, and local government markets**. Our instructors have extensive experience in government contracting and are familiar with the latest contracting laws and regulations.



Getting Started with Government Contracting

Bay Area

March 17 - 9:00 am to 12:00 pm
Contra Costa SBDC
300 Ellinwood
Pleasant Hill, CA 94523

May 19 - 9:00 am to 12:00 pm
Union City at Carter Industries
950 Whipple Road
Union City, CA 94587

Central California

March 17 - 9:00 am to 12:00 pm
Weill Institute SBDC
2100 Chester Avenue, 1st Floor
Bakersfield, CA 93301

Greater Sacramento Area

March 10 - 9:00 am to 12:00 pm
The Federal Technology Center
AT&T Wireless Computer Lab
4600 Roseville Road, Suite 100
North Highlands, CA 95660

North State

July 21 - 1:00 pm to 4:00 pm
Shasta College Trinity Campus
30 Arbuckle Court
Weaverville, CA 96093

Southern California

March 13 - 9:00 am to 12:00 pm
Greater Santa Ana Business Alliance
2020 North Broadway, 2nd Floor
Santa Ana, CA 92706

April 24 - 9:00 am to 12:00 pm
Greater Lakewood
Chamber of Commerce
500 Lakewood Center Mall, Unit 24
(Next to See's Candy)
Lakewood, CA 90712

May 19 - 9:00 am to 12:00 pm
City of Anaheim, Economic
Development
Gordon Hoyt Conference Ctr.,
2nd Floor
City Hall West,
201 South Anaheim Boulevard
Anaheim, CA 92805



Intro to Federal Contracting

Bay Area

March 10 - 1:00 pm to 4:00 pm
Silicon Valley SBDC
84 W. Santa Clara Street, Suite 100
San Jose, CA 95113

Central California

March 18 - 9:00 am to 12:00 pm
Ridgecrest Chamber of Commerce
128 East California Avenue
Ridgecrest, CA 93555

Greater Sacramento Area

May 14 - 9:00 am to 12:00 pm
Citrus Heights Career Center
7011 Sylvan Road
Citrus Heights, CA 95610

June 10 - 9:00 am to 12:00 pm
Mather Business Information Center
10638 Schirra Avenue
Rancho Cordova, CA 95655

North State

March 17 - 9:00 am to 12:00 pm
Alliance for Workforce
Development, Inc.
1953 East Main Street
Quincy, CA 95971

April 7 - 9:00 am to 12:00 pm
Small Business Development Center
at Shasta College and College of the
Siskiyous
1420 Butte Street
Redding, CA 96001

Southern California

June 9 - 9:00 am to 12:00 pm
Long Beach Area
Chamber of Commerce
One World Trade Center, Suite 206
Long Beach, CA 90831

July 7 - 9:00 am to 12:00 pm
El Camino College SBDC
13430 Hawthorne Boulevard
Hawthorne, CA 90250



Responding to RFPs (Request for Proposal)

Bay Area

April 9 - 11:30 am to 2:30 pm
Central Coast SBDC
One Stop Career Center
1760 Fremont Boulevard, Suite D-2
Seaside, CA 93955

Central California

June 24 - 9:00 am to 12:00 pm
Ridgecrest Chamber of Commerce
128 East California Avenue
Ridgecrest, CA 93555

Greater Sacramento Area

March 10 - 9:00 am to 12:00 pm
Citrus Heights Career Center
7011 Sylvan Road
Citrus Heights, CA 95610

April 9 - 9:00 am to 12:00 pm
Stockton Boulevard BIC
4990 Stockton Boulevard
Sacramento, CA 95820

North State

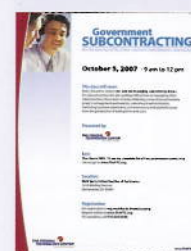
April 21 - 1:00 pm to 4:00 pm
Lassen Career Network
1616 Chestnut Street
Susanville, CA 96130

May 21 - 9:00 am to 12:00 pm
College of the Siskiyous, Weed
Campus
Board Room, 800 College Avenue
Weed, CA 96094

Southern California

March 24 - 9:00 am to 12:00 pm
City of Anaheim, Econ. Devt.,
Gordon Hoyt Conf. Ctr., 2nd Floor
City Hall West,
201 South Anaheim Boulevard
Anaheim, CA 92805

April 14 - 9:00 am to 12:00 pm
Valley Economic Development Ctr.
(VEDC)
5121 Van Nuys Blvd., Third Floor
Van Nuys, CA 91403



Government Subcontracting

Bay Area

March 19 - 9:00 am to 12:00 pm
Union City at Carter Industries
950 Whipple Road
Union City, CA 94587

April 14 - 1:00 pm to 4:00 pm
Silicon Valley SBDC
84 W. Santa Clara Street, Suite 100
San Jose, CA 95113

Central California

June 23 - 9:00 am to 12:00 pm
Weill Institute SBDC
2100 Chester Avenue, 1st Floor
Bakersfield, CA 93301

Greater Sacramento Area

March 5 - 9:00 am to 12:00 pm
Del Paso Business Information Center
925 Del Paso Boulevard
Sacramento, CA 95815

April 21 - 9:45 am to 12:45 pm
City of Lincoln
Atrium Conference Room, 3rd Floor
600 Sixth Street
Lincoln, CA 95648

North State

August 11 - 9:00 am to 12:00 pm
Small Business Development Center
at Shasta College and College of the
Siskiyous
1420 Butte Street
Redding, CA 96001

Southern California

March 10 - 9:00 am to 12:00 pm
Orange County Hispanic
Chamber of Commerce
2130 E. 4th Street, Suite 160
Santa Ana, CA 92705

March 17 - 9:00 am to 12:00 pm
Ventura County SBDC
71 Day Road
Ventura, CA 93003

*To attend, pre-registration required. Class materials available to attendees only. The FTC reserves the right to cancel any class due to low enrollment.

To Register or for course descriptions, go to www.TheFTC.org or call 916.334.9388



Federal Contract Administration

Bay Area

April 21 - 1:00 pm to 4:00 pm
Solano College SBDC
360 Campus Lane, Suite 102
Fairfield, CA 94534

Central California

March 24 - 9:00 am to 12:00 pm
San Joaquin Delta College SBDC
56 South Lincoln
Stockton, CA 95203

Greater Sacramento Area

April 16 - 9:00 am to 12:00 pm
Folsom Chamber of Commerce
200 Wool Street
Folsom, CA 95630

North State

April 22 - 9:00 am to 12:00 pm
Modoc Employment Center
221 North Main Street
Alturas, CA 96101



Federal Contract Negotiation

Central California

March 31 - 9:00 am to 12:00 pm
Central California SBDC -
Manchester Center
3302 N. Blackstone, Suite 225
Fresno, CA 93726

April 7 - 9:00 am to 12:00 pm
San Joaquin Delta College SBDC
56 South Lincoln
Stockton, CA 95203

Greater Sacramento Area

April 16 - 9:00 am to 12:00 pm
West Sacramento Chamber of Commerce
1414 Merkley Avenue
West Sacramento, CA 95691



Doing Business with General Services Administration

Bay Area

April 2 - 9:00 am to 12:00 pm
San Francisco SBDC
455 Market Street, 6th Floor
San Francisco, CA 94105

Greater Sacramento Area

March 3 - 9:00 am to 12:00 pm
Del Paso Business Information Ctr.
925 Del Paso Boulevard
Sacramento, CA 95815

North State

March 3 - 9:00 am to 12:00 pm
Yuba Comm. College District SBDC
1227 Bridge Street, Suite C
(Behind Umpqua Bank)
Yuba City, CA 95901

Southern California

April 7 - 9:00 am to 12:00 pm
Long Beach Area Chamber of Commerce
One World Trade Center, Suite 206
Long Beach, CA 90831



SBA 8(a) Business Development Program

Bay Area

April 16 - 9:00 am to 12:00 pm
Alameda County Conference Center
125 12th Street, 4th Floor
Oakland, CA 94607

Central California

April 14 - 9:00 am to 12:00 pm
Alliance SBDC
1020 Tenth Street, Suite 102
Modesto, CA 95354

Greater Sacramento Area

March 26 - 9:00 am to 12:00 pm
Sierra College - Roseville Gateway
333 Sunrise Avenue, Room 215
Roseville, CA 95661

North State

March 10 - 9:00 am to 12:00 pm
College of the Siskiyous,
Weed Campus Board Room,
800 College Avenue
Weed, CA 96094

Southern California

March 6 - 9:00 am to 12:00 pm
El Camino College SBDC
13430 Hawthorne Boulevard
Hawthorne, CA 90250



E-Commerce for Government Contracting

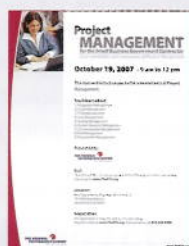
Bay Area

March 12 - 9:00 am to 12:00 pm
Alameda County Public
Works Agency
951 Turner Court
Hayward, CA 94545

Greater Sacramento Area

March 11 - 9:00 am to 12:00 pm
Mather Business Information Center
10638 Schirra Avenue
Rancho Cordova, CA 95655

April 7 - 9:00 am to 12:00 pm
The Federal Technology Center
AT&T Wireless Computer Lab
4600 Roseville Road, Suite 100
North Highlands, CA 95660



Project Management

Greater Sacramento Area

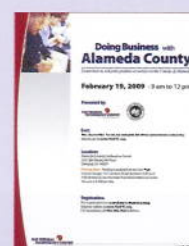
May 21 - 9:00 am to 12:00 pm
Sierra College - Roseville Gateway
333 Sunrise Avenue, Room 215
Roseville, CA 95661



Contracting with City of Sacramento

Greater Sacramento Area

March 12 - 9:00 am to 12:00 pm
Stockton Boulevard BIC
4990 Stockton Boulevard
Sacramento, CA 95820



Doing Business with Alameda County

Bay Area

June 25 - 9:00 am to 12:00 pm
Alameda County Conference Center
125 12th Street, 4th Floor
Oakland, CA 94607

To Register, go to: www.TheFTC.org | For questions, call 916.334.9388